



**CALL FOR APPLICATIONS**  
**SMS Banff 2017: Doctoral Workshop**  
**Friday, June 2, 2017**

The SMS Banff 2017 Special Conference on Transforming Entrepreneurial Thinking into Dynamic Capabilities, organized by David Teece, Olga Petricevic, and Alain Verbeke, will take place June 2-4, 2017. We are pleased to announce that a Doctoral Workshop will precede this conference. It will take place on Friday June 2, 2017, at the Rimrock Hotel in Banff, Alberta, Canada. The workshop's website is:

<https://strategicmanagement.net/banff/workshops/doctoral-workshop> .

The workshop is designed to help you differentiate your research and highlight its intellectual contributions in an increasingly challenging academic environment. Sponsored by the Hunter Centre for Entrepreneurship and Innovation in the Haskayne School of Business at the University of Calgary, this workshop will focus on providing insights on developing, positioning, and presenting your research for impact in the wider fields of strategy, entrepreneurship, and international business.

The Doctoral Workshop will have two interactive sessions. In the first, you will get feedback from senior faculty and other participating students on your research proposals. The intent is to strengthen and effectively position your research (e.g. the research question, the importance of the research gap, theoretical reasoning, and selection of target journals). In the second interactive session, you will practice the art of effectively “pitching” your research and its contributions to other scholars. In both interactive sessions, you will get a chance to present your work and engage in a constructive dialogue with senior faculty and your peers. Overall, this workshop aims to help PhD students become academic entrepreneurs, skilled in marketing their own work, and with the capability to position and present their ideas to a high-level scholarly audience.

Given its focus, this workshop is intended for doctoral students who are in **their third or fourth year of doctoral work at the time of application.** This should be confirmed in your supervisor or dissertation chair's reference letter.

### **PhD Workshop Co-Chairs**

Yasemin Kor, Judge Business School, University of Cambridge

Becky Reuber, Rotman School of Management, University of Toronto

### **Confirmed PhD Workshop Faculty Mentors**

Xavier Martin, Tilburg University

Torben Pedersen, Bocconi University

Zeki Simsek, Clemson University

Shaker Zahra, University of Minnesota

### **Application Submission Guidelines:**

We are limited in terms of physical space, so a formal application is required in order to be accepted to this workshop.

To apply, please send the following four items to the workshop email address (banff.sms2017@gmail.com) by **December 1, 2016**. They should be packaged together in **one pdf file**.

- 1) A brief CV that includes full contact information (two-page maximum).
- 2) A brief research proposal based on your dissertation, which describes your research topic/focus, the research gap and specific research questions you are addressing, your key theoretical argument(s), the primary methodological approaches you're using, any preliminary results (if available), and your target journal(s) for publication (three-page maximum, single-spaced).
- 3) A letter of reference from your main supervisor.
- 4) Two key questions, especially in the realm of "dissertation positioning," that you would like to discuss during the workshop.

Final decisions on the PhD candidates selected for the workshop will be made by late January 2017.

This workshop is being generously sponsored by  
The Hunter Centre for Entrepreneurship and Innovation  
in the Haskayne School of Business at the University of Calgary.